THE SPECTATOR

INDEX

January 16, 1941
Volume CXLIV

JUNE-DECEMBER, 1940

HG
8011
S74

THE SPECTATOR INDEX

THURSDAY, JANUARY 16, 1941

VOLUME CXLIV, JUNE-DECEMBER, 1940

ARTICLES

Accidental Deaths In 1939, Nov. 7, p. 6
Agency Officers Research Bureau, Nov. 7, p. 12
American Life Convention, Oct. 10, p. 8; Oct. 24, p. 10
Are We Salesmen?, July 4, p. 6
Baby Bonds and Life Insurance, Aug. 1, p. 5
Collective Responsibility, Aug. 15, p. 8
Common Denominator of Success, Dec. 5, p. 6
Current Economic Situation, The, Oct. 10, p. 6
Developments in Farm Appraisals, Oct. 10, p. 7
Independence At 65, Aug. 15, p. 6
Investment Problems Faced By Insurance In A Rapidly Changing World, July 18, p. 6
Life Advertisers Meet, Oct. 24, p. 6
LOMA At Des Moines, Oct. 10, p. 20
Modern Life Insurance Salesman, The, Sept. 26, p. 23
N.A.L.U. Administration Report, Sept. 26, p. 22
Non-Profit Hospitalization Plans, Dec. 19, p. 6
Philadelphia—Cradle of Life Insurance, Sept. 26, p. 6
Population Trends in 1940, Nov. 21, p. 6
Size And Its Economic Aspects, Aug. 29, p. 4
These Charming People, Sept. 26, p. 21
This Must Be Work, Sept. 26, p. 30
Viewing The Possibility Of A Reverter, Oct. 24, p. 26
What's In A Name?, Sept. 12, p. 6
Women Do The Work, The, Sept. 26, p. 26

AUTHORS

Abbott, Henry W., July 4, p. 6
Benner, Claude L., Oct. 10, p. 6
Bickley, Herbert P., Aug. 15, p. 6
Carlin, Oscar E., Sept. 26, p. 30
Chamberlain, Jack, Dec. 19, p. 6
Corley, J. S., Oct. 10, p. 7
Cullen, Thomas J. V., Nov. 7, p. 6
Eagan, Thomas, Sept. 26, p. 6
Fissell, William H., Aug. 1, p. 5
Gray, Albert E. N., Dec. 5, p. 6
Hauser, Philip M., Nov. 21, p. 6
Katz, Richard J., Sept. 12, p. 6
Lincoln, Leroy A., Sept. 26, p. 23
Morton, Forrest L., Oct. 24, p. 26
Pink, Louis H., July 18, p. 6
Regan, James S., July 4, p. 20; Aug. 1, p. 12; Aug. 15, p. 16; Aug. 29, p. 14; Sept. 12, p. 26; Oct. 10, p. 16; Oct. 24, p. 20; Nov. 21, p. 16; Dec. 5, p. 14; Dec. 19, p. 18
Roesch, W. Eugene, Oct. 10, p. 8; Oct. 24, p. 10; Nov. 7, p. 13
Sheehan, Robert W., Sept. 26, p. 21
Van Schaick, George S., Aug. 15, p. 8
Zimmerman, Charles J., Sept. 26, p. 22

BOOKS IN OUR BUSINESS

"College Plans for Retirement Income," by Rainard B. Robbins, Nov. 21, p. 12
"Estate Planning to Minimize Taxes," by Morse Garwood, Aug. 15, p. 11
"Life Agent's Qualification Handbook," by C. C. Robinson, July 4, p. 8
"New Horizons in Commission Selling Through the Arnold System to Better Reward Better Service," issued by Northwestern National Life, Aug. 1, p. 7
"Pensions After Sixty?", by Maxwell S. Stewart, Oct. 10, p. 11
"Premiums for Life Assurances and Annuities," by J. H. Guniake, July 18, p. 9
"Public Old Age Pensions," issued by Northwestern National Life, Oct. 10, p. 11
"Selling Accident and Health Insurance," by Jerome S. Miller, Aug. 29, p. 7
"Treatment of Extra Risks, The," by C. F. Wood, July 18, p. 9

general
W.

CONVENTIONS AND MEETINGS

Accident and Health Insurance Week, Dec. 19, p. 13
Actuarial Society of America and the American Institute of Actuaries, Nov. 7, p. 14
American Life Convention, Sept. 12, p. 13; Sept. 26, p. 40; Oct. 10, p. 10
Association of Life Agency Officers and the Life Insurance Sales Research Bureau, Aug. 29, p. 15; Oct. 10, p. 10; Nov. 7, p. 17
Association of Life Insurance Counsel, Dec. 5, p. 10, 13
Association of Life Insurance Medical Directors of America, Oct. 10, p. 17; Oct. 24, p. 12
Association of Life Insurance Presidents, Oct. 24, p. 13; Nov. 21, p. 12; Dec. 5, p. 11; Dec. 19, p. 10
Bureau of Personal Accident and Health Underwriters, Oct. 10, p. 13
Dallas Association of Life Underwriters, July 18, p. 15
Health and Accident Underwriters Conference, Dec. 19, p. 12
Home Office Life Underwriters Association, Nov. 21, p. 12
Institute of Home Office Underwriters, Sept. 12, p. 23
Institute of Life Insurance, Aug. 29, p. 24
Insurance Advertising Conference, Sept. 12, p. 32
Insurance Federation of the State of New York, Oct. 10, p. 13
Insurance Institute of America, Oct. 24, p. 12
Insurance Society of New York, Oct. 10, p. 12
International Association of Insurance Counsel, Sept. 12, p. 17
International Claim Association, July 18, p. 24
Life Advertisers Association, Aug. 1, p. 10, 11; Aug. 29, p. 11; Sept. 12, p. 11; Oct. 10, p. 10; Nov. 21, p. 14; Dec. 5, p. 12
Life Officers Investment Seminar, Aug. 15, p. 22
Life Office Management Association, Sept. 12, p. 22
Life Underwriters' Association of the City of New York, Oct. 10, p. 10
National Accident and Health Association, Dec. 19, p. 13
National Association of Insurance Commissioners, July 4, p. 12; July 18, p. 10; Dec. 5, p. 13
National Association of Life Underwriters, July 18, p. 10; Aug. 15, p. 17; Sept. 12, p. 13; Sept. 26, p. 32; Sept. 26, p. 48; Oct. 24, p. 13
National Chapter of Chartered Life Underwriters, Sept. 12, p. 12
National Fraternal Congress, Sept. 12, p. 16
New York Association of Life Underwriters, Nov. 21, p. 14; Dec. 19, p. 19
Women's Quarter Million Dollar Round Table, Sept. 12, p. 13

COSTS AND CONTRACTS

Acacia Mutual Life, Washington, D. C., Aug. 29, p. 17
Aetna Life, Hartford, July 18, p. 19
Baltimore Life, Md., Nov. 7, p. 23
Bankers Life, Des Moines, Ia., Aug. 29, p. 16
Berkshire Life, Pittsfield, Mass., Aug. 1, p. 17
Boston Mutual Life, Dec. 5, p. 19
Colonial Life, Jersey City, N. J., Aug. 15, p. 20
Columbian National Life, Boston, Aug. 1, p. 16
Connecticut General Life, Hartford, July 4, p. 24; Nov. 7, p. 22; Nov. 21, p. 21
Continental Casualty, Chicago, Aug. 1, p. 16
Equitable Life Assurance Society, N. Y., Aug. 15, p. 21
Equitable Life, Des Moines, Ia., Sept. 12, p. 20
Fidelity Mutual Life, Philadelphia, Dec. 5, p. 19
Franklin Life, Springfield, Ill., July 18, p. 18
Guardian Life, New York, Dec. 5, p. 18
Home Beneficial Association, Richmond, Va., Nov. 7, p. 22
Home Life, New York, Dec. 5, p. 18
Home Life, Phila., Pa., Sept. 12, p. 20
Indianapolis Life, Indianapolis, Ind., July 18, p. 18; Aug. 1, p. 17; Aug. 15, p. 21
Insurance Department, State of Connecticut, Aug. 15, p. 20
Insurance Department, State of Nebraska, Aug. 15, p. 20
John Hancock Mutual, Boston, Dec. 5, p. 18
Lamar Life, Jackson, Miss., Aug. 15, p. 21; Nov. 7, p. 23
Lincoln National Life, Fort Wayne, Ind., Nov. 7, p. 23
Mutual Life, New York, Nov. 7, p. 23; Dec. 5, p. 18
National Life, Montpelier, Vt., Dec. 5, p. 19
New England Mutual, Boston, Mass., July 18, p. 18
Northwestern Mutual Life, Milwaukee, July 4, p. 24; July 18, p. 18
Pacific Mutual Life, Los Angeles, Cal., Nov. 21, p. 20
Pan American Life, New Orleans, La., Sept. 12, p. 21
Penn Mutual Life, Philadelphia, July 18, p. 18; Sept. 12, p. 20
Pilot Life, Greensboro, N. C., Nov. 21, p. 20
Provident Life and Accident, Chattanooga, Tenn., Aug. 29, p. 16
Provident Mutual Life, Philadelphia, Sept. 12, p. 20; Dec. 5, p. 19
Prudential, Newark, July 4, p. 25; Nov. 21, p. 20
Reliance Life, Pittsburgh, Pa., July 4, p. 25
Shenandoah Life, Roanoke, Va., Aug. 29, p. 17
Travelers, Hartford, Aug. 1, p. 16; Nov. 7, p. 23
United States Life, N. Y., July 4, p. 24

COVER PORTRAITS

Blackall, John C., July 4
Braun, Arthur E., Nov. 21
Cox, Guy W., July 18
Craig, C. A., Oct. 10
Fordyce, James P., Aug. 15
Haviland, F. Hobert, Nov. 7
Johnson, Holgar J., Dec. 19
Jones, Jesse, Dec. 5
Maclellan, Robert J., Aug. 29
Price, Julian, Oct. 24
Taggart, Grant, Aug. 1
Talbot, Walter LeMar, Sept. 12
Wright, Harry T., Sept. 26

CROSS COUNTRY

Agency Compensation Committee, Nov. 7, p. 17
American National, Galveston, Tex., Aug. 29, p. 11
Association of Life Insurance Presidents, Aug. 29, p. 11; Sept. 26, p. 31; Oct. 24, p. 14; Dec. 19, p. 12
California-Western States Life, Aug. 15, p. 14
Central States Life, St. Louis, Mo., Dec. 5, p. 12; Dec. 19, p. 13
Chicago Association of Life Underwriters, July 18, p. 12
Continental American Life, Wilmington, Del., Nov. 7, p. 17
Federal Life, Chicago, Ill., Aug. 15, p. 15
Hartford Colleges of Law and Insurance, July 18, p. 13
Home Life, New York, Aug. 15, p. 14
Houston, David F., Sept. 12, p. 12
John Hancock Mutual Life, Boston, Oct. 24, p. 14; Dec. 19, p. 13
Life Insurance Agency Management Examinations, Aug. 15, p. 14
Life Officers Investment Seminar of the A.L.C., July 18, p. 12
Lincoln, Leroy A., July 18, p. 13
Lincoln National Life, Fort Wayne, Ind., Oct. 24, p. 14
Maclellan, Robert J., Aug. 29, p. 11
Metropolitan Life, New York, Nov. 21, p. 13
Minnesota Mutual Life, St. Paul, Sept. 12, p. 17
Mutual Life of New York, July 18, p. 13; Nov. 7, p. 17
National Guardian Life, Madison, Wis., Aug. 15, p. 15
New England Mutual Life, Boston, Sept. 12, p. 17
Porter, David, Aug. 1, p. 11
Provident Life and Accident, Chattanooga, Tenn., July 18, p. 12
Rawlings, Wm. A., Massachusetts Mutual, Sept. 12, p. 12
Reliance Life, Pittsburgh, Pa., Nov. 21, p. 13
Republic National Life, Dallas, Sept. 12, p. 17; Nov. 21, p. 13
Research Agencies Group, Nov. 21, p. 14
Schonberg, Max, July 18, p. 13
Security Mutual Life, Binghamton, N. Y., Nov. 7, p. 16
United Benefit Life, Omaha, Neb., Oct. 10, p. 13; Dec. 19, p. 13
United Life & Accident, Concord, N. H., Aug. 15, p. 15
Wright, Harry T., Oct. 24, p. 15

DEATHS

Avery, John M., Dec. 5, p. 24
Bardwell, R. N. R., Sept. 12, p. 24
Baruch, Fernand, Nov. 7, p. 30
Battle, Dr. J. T. T., Oct. 10, p. 35
Bentley, William J., Dec. 19, p. 27
Brownlee, T. C., July 18, p. 24
Burgin, S. S., July 18, p. 24
Conley, William Clifford, Aug. 29, p. 28
Eckels, Charles L., Oct. 24, p. 31
Foreman, Robert L., Dec. 19, p. 27
Foster, Carrie, July 4, p. 13
Gildersleeve, Tom O., Oct. 24, p. 31
Glueck, Charles F., Sept. 12, p. 24
Gould, Sanford B., Aug. 29, p. 23
Haberbush, Bruno A., Oct. 24, p. 31
Hale, Edward Lawrence, Aug. 15, p. 25
Hanten, John B., Aug. 29, p. 23
Hathaway, William Lee, July 4, p. 26
Herberich, Charles, Sept. 26, p. 44
Hommeyer, Charles, Aug. 1, p. 22
Hough, William R., Nov. 7, p. 30
Houston, David F., Sept. 12, p. 24
Jardine, Thomas F., Aug. 15, p. 25
Jekel, August Adolph, July 18, p. 24
Jordan, Herbert W., Dec. 19, p. 27
Keck, Hugh B., Aug. 29, p. 23
Laird, Senator H. W., Oct. 10, p. 25
Lavers, Harry M., Nov. 7, p. 30
Lawrence, J. T., Oct. 10, p. 25
Love, Don L., Sept. 26, p. 44
Loventhal, Lee Jefferson, Dec. 19, p. 27
Luther, Eben, July 4, p. 26
Morss, Franklin C., Dec. 19, p. 12
Olsen, Nils A., Aug. 15, p. 25
Paschall, John, Oct. 10, p. 25
Pates, Bailie Semple, Aug. 1, p. 22
Perkins, George H., Aug. 1, p. 22
Rackley, Allen Wayne, Aug. 15, p. 25
Randall, E. W., Aug. 29, p. 15, 23
Ryland S. Knowles, Sept. 12, p. 24
Scruggs, Albert Finch, Sept. 12, p. 24
Sebrell, Joseph E., Oct. 24, p. 31
Shuff, Col. John L., Dec. 5, p. 24
Sinclair, Joseph E., July 18, p. 24
Skeel, Dr. Donald W., Oct. 24, p. 31
Stansfield, Charles, Oct. 24, p. 31
Stowell, Bert H., Sept. 12, p. 24
Tangeman, Theodore H., Oct. 10, p. 25
Van Hoesen, Teunis W., Oct. 24, p. 31
Weidemann, Oscar H., Sept. 26, p. 44
Williams, John D., Aug. 1, p. 22
Woodward, Walter, Dec. 19, p. 13
Wooldridge, Powhattan, Oct. 10, p. 25
Yost, Albert H., Aug. 1, p. 22

EDITORIALS

By T. J. V. Cullen

(Page 5)

Commissioner Neslen's Achievement, July 4
Concepts of Confidence, Aug. 1, p. 4
Enduring Qualities, Sept. 12
Grave and the Goal, The, Aug. 15
Life Insurance Responds, July 18
Permanent Values, Nov. 21
Prepare Against the Sheep Track, Dec. 5
Public Spirited Directors, Aug. 29, p. 3
Spirit of Christmas, The, Dec. 19
There's Work To Be Done, Nov. 7
Toll of Years, The, Sept. 26
Trends of 1940, Oct. 24
Year of Acceptance, A, Oct. 10

EDITORIALS

(By the Staff)

Agents' Examinations, July 4, p. 30
ALC and War Clause, Oct. 10, p. 34
Annuity Figures, Aug. 15, p. 30
Average Compensation, Oct. 10, p. 34
Clarifying the Record on Lapse and Surrender, Aug. 29, p. 26
Compensation Means, Nov. 7, p. 34
Expediency, Dec. 5, p. 30
Human Interest, Aug. 15, p. 30
Impressive Record, An, Sept. 12, p. 34
N.A.L.U. in 1940, Sept. 26, p. 50
Philosophy of Protection, Aug. 1, p. 26
Problem Is Simple, Oct. 24, p. 34
Prominent Patrons Number, Dec. 5, p. 30
Protection For Draftees, Nov. 21, p. 30
Republican Plank, July 18, p. 30
Restraint, July 18, p. 30
SEC Report, The, Dec. 19, p. 30
War Risk Clause, July 4, p. 30

GENERAL

Adams, Claris, Life Presidents Association, Dec. 19, p. 24
Aiken, Alfred L., New York Life, Aug. 29, p. 18
American Service Bureau, Aug. 15, p. 28
Atwood, Albert W., Life Agency Officers, Nov. 7, p. 26
Bates, Jeff B., Sept. 12, p. 32
Braun, Arthur E., Reliance Life, Aug. 15, p. 22

Bruce, James G., ALC Industrial Section, Oct. 24, p. 22
Bushnell, V. L., Life Agency Officers, Nov. 7, p. 27
Camp, Ehney A., Jr., ALC Financial Section, Oct. 24, p. 22
Christiernin, Dr. Charles L., Metropolitan Life, Aug. 29, p. 18
Clark, Paul F, Life Agency Officers, Nov. 7, p. 26
Coolidge, R. B., ALC Agency Section, Oct. 24, p. 23
Cox, Berkeley, Aetna Life, Aug. 15, p. 23
Cragin, Dr. D. B., Life Presidents Association, Dec. 19, p. 24
Craig, C. A., American Life Convention, Nov. 21, p. 22
Cummings, Harold J., Life Presidents Association, Dec. 19, p. 25
Dow, Alex, American Life Convention, Nov. 21, p. 22
Dublin, Louis I., Metropolitan Life, Dec. 5, p. 21
Eubank, Gerald A., Sept. 12, p. 32
Faulkner, E. J., Health & Accident Conference, July 4, p. 22
Fidelity Mutual, Phila., Pa., July 18, p. 24
Franklin Life, Springfield, Ill., Sept. 12, p. 32
Fraser, Peter M., Connecticut Mutual's Regional Meeting, July 4, p. 23
Giffin, James A., Life Agency Officers, Nov. 7, p. 27
Handy, John F., ALC Legal Section, Oct. 24, p. 22
Haviland, F. H., Life Agency Officers, Nov. 7, p. 27
Higdon, J. C., ALC, Agency Section, Nov. 21, p. 23
Hoskins, J. E., July 18, p. 21
Hubbell, Frederick W., Equitable Life of Iowa, Aug. 29, p. 18
Huebner, Dr. Solomon S., Sept. 26, p. 31
Jenkins, W. Hollis, Massachusetts Mutual Life, Dec. 5, p. 21
Joseph, Lillian L., Women's Quarter Million Dollar Round Table, Oct. 10, p. 22
Lanza, A. J., Medical Section, A.L.C., July 4, p. 22
Loomis, James Lee, Connecticut Mutual Life's Regional Meeting, July 18, p. 20
MacLaren, J. A., Canadian Life Insurance Officers Association, July 18, p. 20
Maclean, Alexander T., Massachusetts Mutual, Aug. 15, p. 23
Maduro, Denis Brandon, Sept. 26, p. 39
Marshall, Edward W., Provident Mutual Life, Oct. 10, p. 23
Massachusetts Mutual Life, Sept. 12, p. 27
Matthews, Elsie M., Women's Quarter Million Dollar Round Table, Sept. 26, p. 38
Metropolitan Life, New York, July 18, p. 20; Aug. 1, p. 18; Aug. 15, p. 22; Oct. 10, p. 22; Nov. 21, p. 23
Miller, William K., Fidelity Mutual Life, Aug. 29, p. 19
Mosler, Henry G., Sept. 26, p. 30
Mutual Benefit Life, Newark, N. J., Aug. 15, p. 17; Sept. 26, p. 42
Nebraska Department Bars Aviation Riders, Aug. 15, p. 17
Occidental Life, Los Angeles, Dec. 5, p. 15
Olson, Delmar, Mutual Trust Life, Sept. 26, p. 38
O'Meara, Joseph, Jr., American Life Convention, Nov. 21, p. 23
Pacific Mutual Life, Los Angeles, Sept. 26; p. 31
Parkinson, Thomas I., Aug. 1, p. 18; Sept. 12, p. 22
Pennsylvania Mutual Life, Sept. 26, p. 33
Perry, Bertrand J., Aug. 1, p. 18
Philadelphia Life, Pa., Sept. 26, p. 31
Pierce, Franklin F., Connecticut Mutual Life's Regional Meeting, July 18, p. 21
Pink, Louis H., National Association of Insurance Commissioners, July 4, p. 22
Prospecting and Selling, July 4, p. 18; July 18, p. 16; Aug. 1, p. 14; Aug. 15, p. 18; Aug. 29, p. 12; Sept. 12, p. 18; Sept. 26, p. 24; Oct. 10, p. 18; Oct. 24, p. 18; Nov. 7, p. 18; Nov. 21, p. 18; Dec. 5, p. 16; Dec. 19, p. 14
Provident Mutual Life, Phila., Pa., Sept. 12, p. 28
Prudential, Newark, Aug. 29, p. 15
Rhodes, E. E., American Life Convention, Oct. 24, p. 23
Security Mutual Life, Boston, Aug. 29, p. 24
Shenandoah Life, Roanoke, Va., Sept. 12, p. 32
Smith, Myron, New England Conference, Sept. 12, p. 23
Statement of the Ownership, Management, Circulation, etc., Oct. 24, p. 30
State Mutual Life, Springfield, Mass., Aug. 1, p. 13
Strong, Wendell M., Mutual Life of N. Y., Aug. 29, p. 19
Talbot, Walter LeMar, Fidelity Mutual Life, Dec. 5, p. 20
White, Nelson A., Life Advertisers Association, Dec. 5, p. 20
Wise, Willard K., Provident Mutual Life, Oct. 10, p. 23

OUT IN FRONT
(Page 3)

Bourke, Thomas F., Dec. 19
Coffin, Vincent B., Nov. 7
Dingman, Dr. Harry W., Oct. 10
Hamilton, Isaac Miller, Sept. 12
Heye, Carl, July 18
Huebner, Dr. Solomon S., Sept. 26
Jaeger, W. W., Nov. 21
McLain, James A, July 18
Patterson, Lloyd, Dec. 5
Robinson, Dr. A. J., Aug. 15
Taggart, Grant, Aug. 1
Travers, Frank J., Aug. 15
Woods, Cecil, July 4
Wright, Harry T., Oct. 24

PROMINENT PATRONS NUMBER

Chamberlain, Jack, Acclaimed By Broadway Stars, Dec. 5, p. 20
Endorsed by Presidents Through Half a Century, Dec. 5, p. 12
Endorsed By U. S. Senators, Dec. 5, p. 28
Hamlin, Winthrop A., Protecting Business Assets, Dec. 5, p. 24
Life Insurance As Stabilizing Force in Industry, Dec. 5, p. 32
Lincoln, Leroy A., Highlights of 1940, Dec. 5, p. 6
List of Prominent Patrons, Dec. 5, p. 37
Morton, Forrest L., New Trends in Taxation, Dec. 5, p. 14
Owners Of A Million Or More, Dec. 5, p. 34
Pink, Louis H., Preparedness Through Individual Security, Dec. 5, p. 23
President's Advisors Speak, The, Dec. 5, p. 26
Said By The Nation's Headliners, Dec. 5, p. 16
Sheehan, Robert W., Dec. 5, p. 5
They Stand For Security, Dec. 5, p. 8

STATISTICS

Comparative Reports of Life Insurance Companies for First Six Months of 1940 and 1939, Aug. 1, p. 11
Highlights of the Gain and Loss Exhibit in 1939, Oct. 10, p. 21
Highlights of the Life Insurance Business in 1939, Sept. 26, p. 33
Payments Under Annuity Contracts As of 1939, Aug. 15, p. 7
Trends in Policy Preferences, July 18, p. 14
Weekly Investments of Life Companies, July 4, p. 29; July 18, p. 28; Aug. 1, p. 25; Aug. 15, p. 29; Aug. 29, p. 25; Sept. 12, p. 32; Sept. 26, p. 41; Oct. 10, p. 33; Oct. 24, p. 33; Nov. 7, p. 33; Nov. 21, p. 29; Dec. 5, p. 29; Dec. 19, p. 29

SURVIEWS

Aetna Life, Hartford, July 4, p. 11; July 18, p. 12
American Life Convention Survey, Nov. 21, p. 10
American Mutual Life, Des Moines, Nov. 21, p. 11
Association of Life Insurance Presidents, July 18, p. 11; Nov. 21, p. 11
Bankers National Life, Montclair, N. J., Aug. 1, p. 8
C.L.U. Examinations, Aug. 15, p. 12; Aug. 29, p. 11
Continental American Life, Wilmington, Del., Aug. 1, p. 9
Equitable Life Assurance Society of the U. S., Aug. 15, p. 13
Equitable Life, Des Moines, Ia., July 18, p. 11; Aug. 15, p. 12
Government Insurance, Oct. 24, p. 12
Insurance Brokers' Association of New York, Inc., July 18, p. 11
John Hancock Mutual Life, Boston, July 18, p. 10
Lafayette Life, Lafayette, Ind., Aug. 1, p. 8
Life Insurance Sales Research Bureau Report, Nov. 21, p. 11
Lincoln National Life, Fort Wayne, Ind., July 4, p. 10; Dec. 5, p. 11
Manhattan Life, New York, Aug. 15, p. 13
Massachusetts Mutual Life, Springfield, July 4, p. 10
Metropolitan Life, New York, July 4, p. 10; Oct. 10, p. 10
Million Dollar Round Table, July 4, p. 10; Aug. 1, p. 8
Mutual Life, New York, July 4, p. 10
National Life, Montpelier, Vt., July 4, p. 11; Sept. 12, p. 11
New York Life, N. Y., July 4, p. 10
Northwestern National Life, Minneapolis, Minn., July 4, p. 11; Sept. 12, p. 10
Occidental Life, Los Angeles, Cal., Aug. 15, p. 13
Pacific Mutual Life, Los Angeles, Aug. 15, p. 12
Phoenix Mutual Life, Hartford, Aug. 15, p. 13
Price, Julian, Oct. 24, p. 13
Prudential, Newark, Oct. 10, p. 10
Purdue Short Course in Rural Life Underwriting, Aug. 15, p. 12
Taggart, Grant, Aug. 1, p. 9
Temporary National Economic Committee, Aug. 29, p. 8

VERDICT

Distribution of Policy Proceeds, The, Aug. 1, p. 12
Double-Entity Settlements, Aug. 15, p. 16
Extension of Credit For Premium Payment, Oct. 10, p. 16
Incontestability as to Disability, Dec. 19, p. 18
Insanity and Options, July 4, p. 20
Insured's Control Over Policy, Sept. 12, p. 26
Misleading Answers in Application Questionnaire, Oct. 24, p. 20
"Permanent" Disability, Nov. 21, p. 16
Rights of Beneficiaries, Aug. 29, p. 14
Safeguarding Policyholders Against Own Neglect, Dec. 5, p. 14